

## Monthly VA Sales Data and Estimates (Morningstar, Inc. 2017)

By Editorial Staff    *Thu, Aug 17, 2017*

<b>Monthly VA Sales                      Data and Estimates                      (Morningstar, Inc., 2017)</b>			
	April	May	June
No. of issuers reporting sales	23	23	23
Mkt share	95.1%	94.89%	94.89%
Total sales	\$6.44bn	\$7.19bn	\$6.76 bn
Internal sales	0.53%	0.54%	0.52%
Mkt share, issuers with higher sales	0.00%	67.49%	8.85%
Mkt share, issuers with lower sales	95.1%	27.40%	86.04%
Mkt share of non-reporters	4.9%	5.11%	5.11%
No. of issuers with increases/decreases	0/23	18/4	5/18
Avg. increase (decrease) from prior mo.	-16.6%	14.4%	-7.4%
Weighted avg. increase (decrease) from prior mo.	-20.2%	12.8%	-5.5%
Difference between est. and actual mo. sales	-17.63%	-11.92%	-6.01%
2016 sales, same month	\$7.14bn	\$8.18bn	\$8.51bn

Source: Morningstar Annuity Research Ctr., 8-16-17